

# Leadership

Thinking is the hardest work there is,  
which is probably the reason why so few  
engage in it.  
~Henry Ford

## Decision Making

### **Lesson Four**

# 1. What is Decision Making?

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- B. Hunches and intuition
- C. pxerience



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**Be willing to make decisions. That's the most important quality in a good leader. Don't fall victim to what I call the "ready-aim-aim-aim-aim syndrome." You must be willing to fire.**

**~T. Boone Pickens**

## 2. What are the Steps of Decision Making?

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- C. Generation of alternatives
- D. Evaluating alternatives
- E. Selecting a solution
- F. Implementing the solution
- G. Following up and evaluating the results



**When a decision has been made and the die cast, then murder the alternatives.**

**~Mrs. Emory S. Adams, Jr.,  
quoted by Dorothy Sarnoff**

### 3. What are some Traps of Decision Making?

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- D. Failing to consult others
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- F. Never admitting a mistake
- G. Following precedents and policies



**When, against one's will, one is high-  
pressured into making a hurried  
decision, the best answer is always  
“No,” because “No” is more easily  
changed to “Yes” than “Yes” is changed  
to “No.”**

**~Charles E. Nielsen**



# 4. What Are Some Helpful Decision Making Techniques?

A. Well-known decision-making techniques

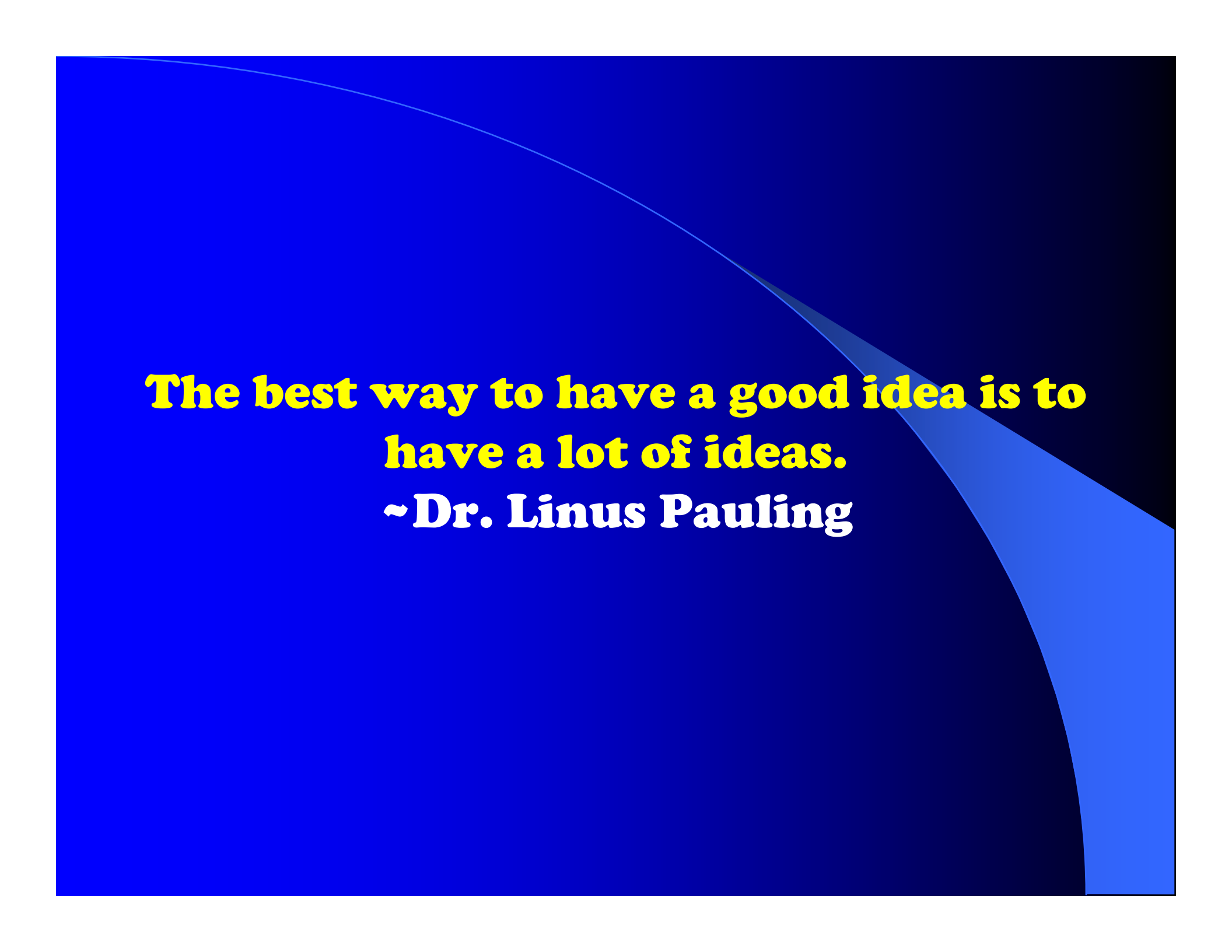
B. Decision Tree

C. Cost-benefit analysis

D. ABC analysis

E. PERT chart



The background is a solid blue color. A thin, light blue curved line starts from the top left and arcs towards the right. A larger, darker blue triangular shape is positioned on the right side, pointing towards the center.

**The best way to have a good idea is to  
have a lot of ideas.  
~Dr. Linus Pauling**

## 5. Decision Making in a Group?

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- B. Increased input and suggestions
- C. monomethods that favor using a group



## 5. Decision Making in a Group?

- A. Additional perspectives are provided
- B. Increased input and suggestions
- C. Common situations that favor using a group



All my life whenever it comes time to make a decision, I make it and forget about it, and go to work on something else, and when these things came before me, as President of the United States, I made the decision on them, and went into the next thing. You never have time to stop. You've got to keep going because there's always a decision just ahead of you that you've got to make, and you don't want to look back. If you made a mistake in one of these decisions, correct it by another decision, and go ahead.

~Harry S. Truman

